

Message Text

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22

ACTION EUR-12

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R 131430Z FEB 76
FM AMEMBASSY BELGRADE
TO USDOC WASHDC
INFO AMCONSUL ZAGREB
US YUGOSLAV ECONOMIC COUNCIL
CABLE ADDRESS USYCOUN NEW YORK
SECSTATE WASHDC 5629

UNCLAS BELGRADE 1028

E.O. 11652: NA
TAGS: BEXP YO
SUBJ: PTO (MAJOR PROJECT OPPORTUNITY - SPECIAL HANDLING REQUESTED)

SUMMARY: ONE OF THE LARGEST YUGOSLAV FIRMS PLANS A NEW PLANT FOR
BIODEGRADABLE DETERGENTS. ABOUT SEVEN MILLION DOLLARS OF IMPORTED
EQUIPMENT AND ENGINEERING SERVICES SOUGHT. FOLLOWING INFO IN
PTO FORMAT. END SUMMARY.

1. 479/01/P0011
2. 021376
3. WWALLER
4. 479 YUGOSLAVIA
5. M
- 6A. --
- 6B. MRS. ZDENKA PETROVIC
- 6C. KOMBINAT TREPCA
OOUR HEMIJSKA INDUSTRIJA
38220 LOSOVSKA MITROVICA
7. TELEX: 18126 CABLE: TREPCA
8. --
9. 101
10. 9910700-7000
3559111-7000

ENGINEERING, TECHNOLOGY AND EQUIPMENT FOR A NEW PLANT TO PRO-
DUCE 50,000 TONS OF BIODEGRADABLE DETERGENT PER YEAR. TREPCA
PLANS ITS OWN PRODUCTION OF SODIUMTRIPOLYPHOSPHATE WHICH WILL
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BE USED IN PRODUCTION OF DETERGENTS. ANTICIPATED COST OF TOTAL

INVESTMENT IS ABOUT \$17 MILLION, OF WHICH ABOUT \$7 MILLION IN FOREIGN CONTENT. TREPCA IS LOCATED IN SOUTHERN PART OF YUGOSLAVIA WHERE THERE ARE NO DETERGENT MANUFACTURERS AT PRESENT. EXPECTS GOOD RETURN ON INVESTMENT . DETAILED STUDY IS IN PROGRES. TREPCA EXPECTS TO GO INTO PRODUCTION WITHIN TWO YEARS FROM TIME SUPPLIER FOUND. PROJECT FINANCED BY TREPCA AND LOCAL BANKS FOR LOCAL COST; FOREIGN CREDIT EXPECTED FOR IMPORTED EQUIPMENT. KOMBINAT TREPCA IS THE TWENTY-NINTH LARGEST YUGOSLAV COMPANY. BASED IN THE UNDERDEVELOPED REGION OF KOSOVO, TREPCA ENJOYS SOME FINANCIAL AND INVESTMENT PRIVILEGES. AS A LEAD-ZINC MINE AND PROCESSING INDUSTRY (BOTH METALLURGICAL AND CHEMICAL) TREPCA FALLS INTO THE CATEGORY OF PRIORITY INDUSTRIES IN THE YUGOSLAV PLANNING SYSTEM. KOMBINAT TREPCA EMPLOYES ABOUT 12,500 PEOPLE, AND ITS ANNUAL TURNOVER IS ABOUT \$150 MILLION. TREPCA IS EXPANDING VERTICALLY TO PROCESS AS MUCH OF ITS LEAD AND ZINC AS POSSIBLE INTO FINAL PRODUCTS. ITS MOST RECENT EXPANSION WAS INTO DRY AUTO BATTERIES WHICH ARE NOW MANUFACTURED IN COOPERATION WITH THE U.S. FIRM GLOBE UNION.

11. SPECIAL HANDLING IS REQUESTED UNDER CRITERIA A: HIGH PROBABILITY FOR U.S. FIRMS TO BE AWARDED THE CONTRACT.

SILBERMAN

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